

SPACE/STTI
SHOW GUIDE
FEBRUARY 19-21, 1986

LAS VEGAS

THE ONE.

SPACE VISION 4500 ANTENNA

Alas, Space Vision once again excites the satellite reception industry with a 10 foot Aluminum Mesh Antenna that exudes "total engineering". With features that show Space Vision's foresight and leadership to answer every category of performance and reliability. "THE ONE" answers only to you...

To answer handling and cost-efficiency, the



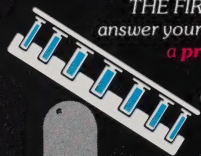
Space Vision 4500 Mesh Antenna

is **UPS shippable** in two cartons.

Space Vision is THE FIRST ONE to present a patented, "pre-assembled" polar mount.



THE FIRST ONE to answer your needs with a **pre-grooved hub unit** and unique



overhanging lip design for added strength and **quick assembly**. Space Vision's ultra-modern extrusion forming machine guarantees constant curve accuracy within the most exacting tolerances. All parts of the 4500's reflector surface



SPECIFICATIONS:

Diameter	10 Ft.
F/D Ratio	.310
Focal Point	38.5"
Feed Type	Prime Focal
Gain	Approx. 40db
Mount	True Polar
Shipping Weight	125 Lbs.
Warranty	Limited 2 Yr.

are made of the latest "Space Age" aluminum you've been hearing about, protected by the tested permanence of our own

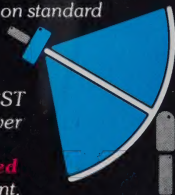


"Weather Guard" coating. Every piece of hardware is first quality corrosion resistant.



The 4500's "deep dish" configuration affords maximum illumination efficiency and minimum terrestrial interference on standard design feed horns.

You even get THE FIRST ONE to deliver



an innovative "Auto Focus" feed pole to insure instant, precise no fault focal point positioning.

For features that answer your problems and deliver performance and innovation, call your local Space Vision distributor.

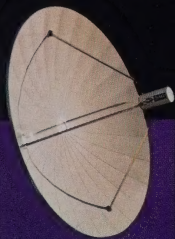
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ESR
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APS
424

ANTENNA POSITIONING SYSTEM



An entertainment team that is second to none: the Drake ESR424 Home Satellite TV Receiver and APS424 Programmable Antenna Positioning System.

The ESR424 receiver offers you the choice of either economical single conversion or convenient block down conversion. Both models feature the solid dependability of microprocessor design. With the easy-to-use infrared remote control, the Drake ESR424 is a natural for any home satellite TV system. Extra features like audio channel seeking and an innovative fluorescent display combine for unbeatable viewing pleasure!

The APS424 programmable antenna positioning system charts a new course in control technology. Simple programming allows easy entry and selection of satellites. A one-button command will move your antenna to the desired position through the dependable power of the APS424 motor drive. The APS424 is also controlled by the same infrared remote used with the Drake ESR424 Receiver!

DRAKE

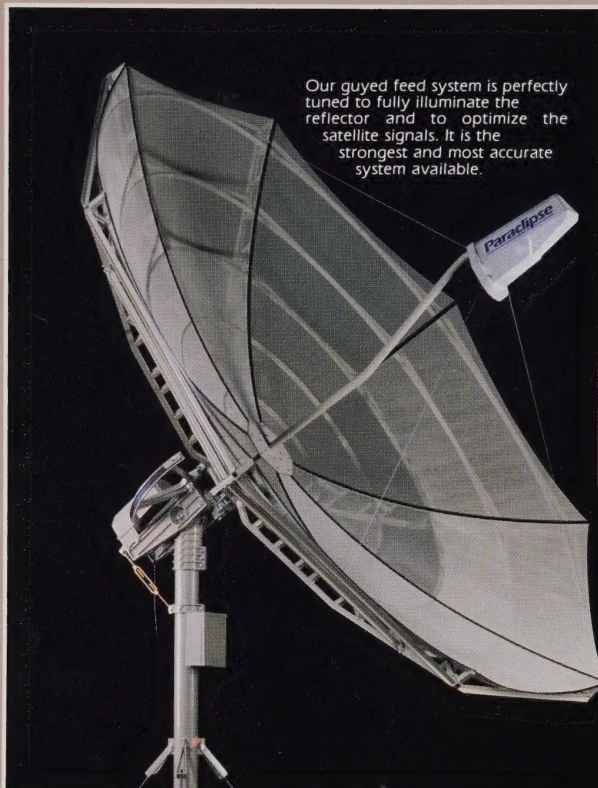
R.L. Drake Company
540 Richard St., Miamisburg, Ohio 45342, USA
Phone: (513) 866-2421
Telex: 288-017

PIONEER MEMBER OF
SPACE

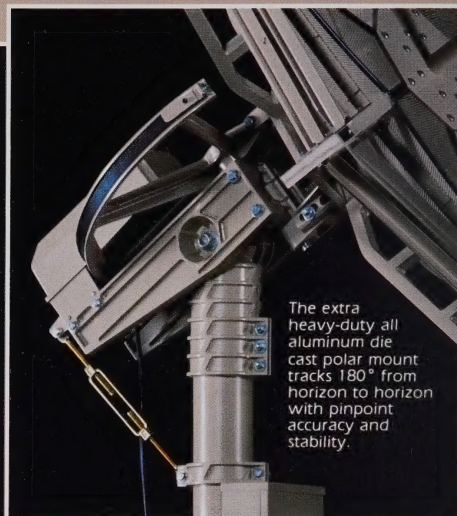
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Paracclipse CD

Our new **Cog Drive** system eliminates most of the service problems you get with a linear actuator. No more slop in the azimuth control. No more worn out acme nuts. No more motors full of water.



Our guyed feed system is perfectly tuned to fully illuminate the reflector and to optimize the satellite signals. It is the strongest and most accurate system available.

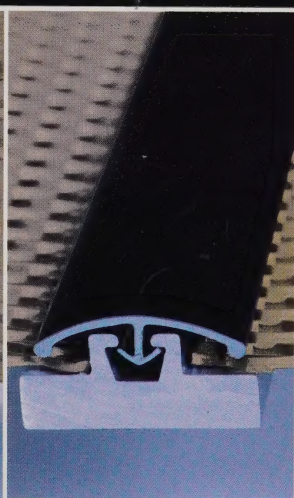
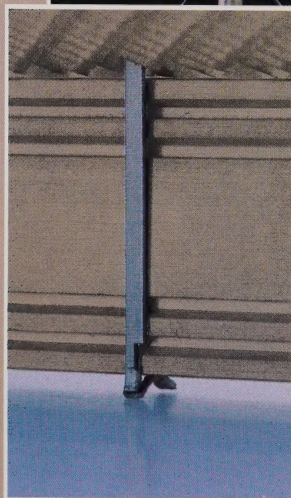


The extra heavy-duty all aluminum die cast polar mount tracks 180° from horizon to horizon with pinpoint accuracy and stability.

RIGIDITY For an antenna to produce a sharp, clean picture it has to maintain a very high degree of parabolic symmetry. The structural integrity of any antenna design will greatly influence its gain and beamwidth characteristics. Strength is critical for good performance.

ACCURACY In addition to a perfectly shaped reflector, you must be able to aim the antenna with predictable, repeatable precision. A stable, accurate polar mount and drive system will enable you to enjoy truly care-free operation of your system.

ENDURANCE You'll want an antenna system that performs without excuses. You'll want that same performance tomorrow as well as years from tomorrow. Start with a high performance Paracclipse system and that's what you'll get.



LEFT
Die cut mesh panels fit easily into place between the new leading edge rib extrusions.

FAR LEFT
The mesh panels are held firmly against the rings by snap-in clips. The result is a very clean looking mesh installation.



Our new stainless steel mesh clips are snapped on by one person. Sharp barbs grip lateral grooves on the aluminum ring extrusion for a secure hold.

Paracclipse
HIGH PERFORMANCE
SATELLITE TELEVISION SYSTEMS

Paracclipse Inc. 3711 Meadowview Drive
Redding, California 96002 (916) 365-9131

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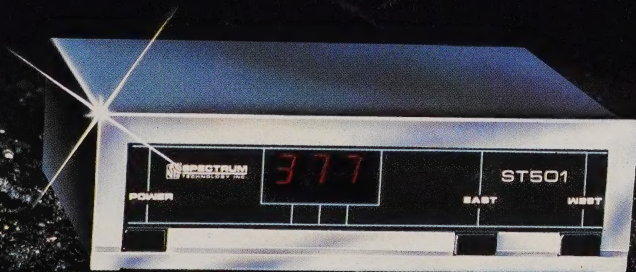
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A Truly Down To Earth Actuator System



The TVRO industry is now mature enough to demand quality electronics. Spectrum Technology is here to deliver quality at a reasonable price. Quality that means you don't have to spend a lot of time, energy and money answering expensive service calls. Quality that means solid electronics that will work as well tomorrow as they do today.



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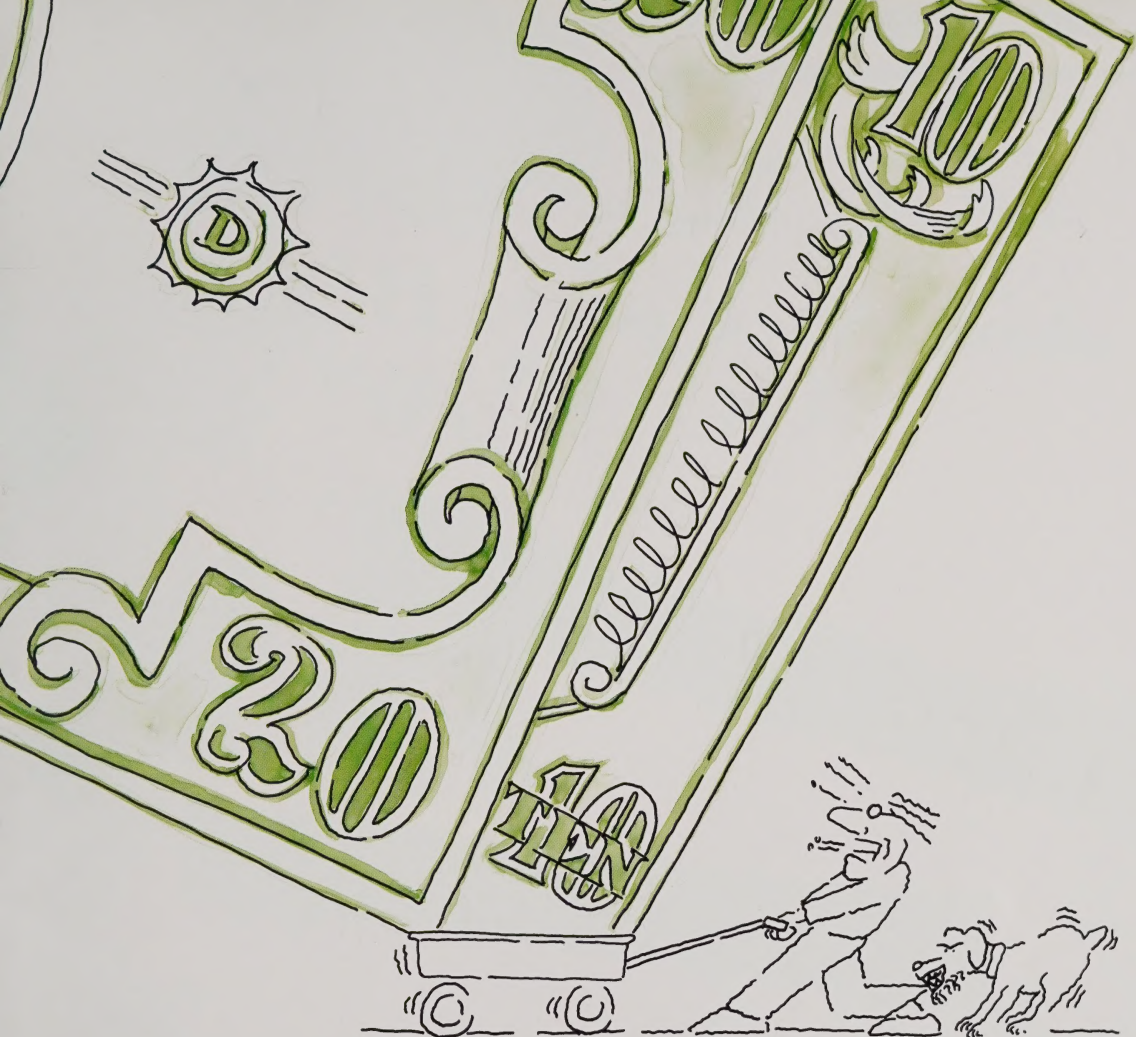
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Call toll-free, 1-800-32 SATCO to find out how you can join an established and successful dealer network stretching coast-to-coast.

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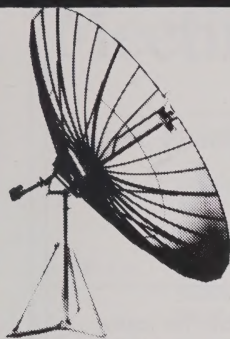
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- Full Touchpad Remote Control
 - Station Presets
 - Signal Strength Meter
 - Scan
 - Weatherproof Downconverter
- #97470 \$219.00
12 or more \$189.00

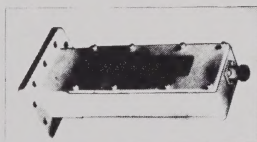
**AMPLICA CSR 300
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 - Stereo With Dolby™
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SPACE/STTI Las Vegas Show Guide

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LAS VEGAS

1986—A Year of Prosperity and Continued Service to the Earth Station Industry

A Message from SPACE and STTI

Welcome to the Las Vegas Convention, the first SPACE/STTI satellite television show of 1986. The Las Vegas Show has grown dramatically every year, and this year is particularly momentous because we have outgrown the facilities of every one of the largest hotels in Vegas. This industry has now joined the ranks of the Electronics Industry Association and the National Cable Television Association—we have now graduated to the Las Vegas Convention Center!

Along with this unprecedented growth has come new hurdles to cross. The past year was the year the cable television industry recognized the impact of satellite television, and realized they should make inroads into our industry, as well as fight it. Combatting negative advertising, directed against the satellite television industry and perpetrated by local cable operators, was a major focus for many dealers during the past year.

Despite cable's efforts, 1985 was a great year on the legal and legislative front. The beginning of the year saw the signing into law of the satellite viewing rights amend-

ments, clarifying the legality of our industry. New legislation was introduced in 1985 when Congressman Judd Gregg introduced H.R. 1769, a 2 year moratorium on the scrambling of satellite communications, and Congressman Billy Tauzin introduced H.R. 1840, a bill designed to require fair marketing of all services which are scrambled. A compromise bill to this one was also introduced in the Senate by Senator Albert Gore.

Another major victory for the industry was Congressman Wirth's announcement at Satellite Earth Station Day that hearings on the two House bills would be scheduled for early in 1986. The hearings will bring the scrambling issue to the attention of Congress and will be a boon for the industry. 1985 was a year of substantial growth in the number of sales of satellite earth stations, and we expect sales in 1986 to be equally as strong. By working together, we are very confident that 1986 will be a year of prosperity and continued service to the industry and the consumer.



Convention Seminars, Meetings and Events

MONDAY, FEBRUARY 17

- 9:00 a.m. Standards Meeting
Metro 1 Room
MGM Grand Hotel
- 2:00 p.m. Legal and Legislative Committee Meeting
Palace 4 Room
MGM Grand Hotel
- 6:00 p.m. SPACE Dealer Board Meeting
Metro 1 Room
MGM Grand Hotel

TUESDAY, FEBRUARY 18

- 8:00 a.m. Registration Desk Opens
Convention Registration Area
Las Vegas Convention Center
- 9:00 a.m. SPACE Distributors Meeting
Caruso's Restaurant
MGM Grand Hotel
- 11:00 a.m. SPACE Manufacturers Meeting
Caruso's Restaurant
MGM Grand Hotel
- 2:00 p.m. SPACE Board of Directors Meeting
Metro 2 Room
MGM Grand Hotel

WEDNESDAY, FEBRUARY 19

- 7:00 a.m. Registration Desk Opens
Convention Registration Area
Las Vegas Convention Center
- 10:00 a.m. Grand Opening of the Las Vegas '86
Show Exhibit Hall
Las Vegas Convention Center
- 1:00 p.m. Dealer Certification Class
"The Satellite System"
Mark Long, Technical Editor for Satellite
Orbit and co-author of "The World of
Satellite TV"
Las Vegas Convention Center
- 5:00 p.m. Dealer Rally
Las Vegas Convention Center
- 6:00 p.m. Exhibit Hall Closes

THURSDAY, FEBRUARY 20

- 7:00 a.m. Registration Desk Opens
Convention Registration Area
Las Vegas Convention Center
- 9:00 a.m. Dealer Certification Class
"Receiver Design & Technology"
Robert Pizzi, Amplica, Inc.
Las Vegas Convention Center
- 9:00 a.m. Exhibit Hall opens
- 5:00 p.m. Exhibit Hall closes
- 6:00 p.m. SPACE Banquet
featuring Dean Martin's opening show
Celebrity Showroom
MGM Grand Hotel

FRIDAY, FEBRUARY 21

- 8:00 a.m. Registration Desk Opens
Convention Registration Area
Las Vegas Convention Center
- 9:00 a.m. Exhibit Hall opens
- 9:00 a.m. Dealer Certification Class
"Satellite Antenna Installations"
Mark Widener, Chaparral Communications
Las Vegas Convention Center
- 4:00 p.m. Exhibit Hall closes
- See You in Dallas in June!

Las Vegas Show Agenda

All Seminars will take place at the Las Vegas Convention Center

WEDNESDAY, FEBRUARY 19

- 7:00 a.m. Registration Desk Opens
Convention Registration Area
- 9:15 a.m. Audience Warm-up, Pat Porter
- 9:30 a.m. Opening Ceremonies
Mike L. Gustafson, Technical Editor for STV and Retailer Magazine.
State of the Industry Address, H. Taylor Howard, Chairman of the Board of Directors of SPACE and Director of Research, Chaparral Communications.
- 10:00 a.m. Grand Opening of the Las Vegas '86 Show Exhibit Hall
- 10:00 a.m. Scrambling and Zoning Issues Facing the Satellite Earth Station Industry—an update on the concerns that affect selling in a competitive environment
SPACE and Brown & Finn
- 12:00 p.m. Lunch break
- 1:00 p.m. Dealer Certification Class #1
"The Satellite System"
Mark Long, Technical Editor for Satellite Orbit and Co-author of "The World of Satellite TV"
- 1:00 p.m. Basic Electronics for the New Dealer
Dan Hopson, President of Hopson Electronic Laboratories, Sherman, TX
- 2:00 p.m. Antenna Technology Workshop
Moderator, Mike L. Gustafson, Technical Editor for STV and Retailer Magazine
Gene Campbell, Chief Engineer for Paracclipse, Redding, California
Rudy Marshall, Chief Engineer for Kaultronics, Inc. Richland Center, WI
Tor Caraway, Vice-president of Marketing for Orbitron, Spring Green, WI
Gil Hodges, Director of TVRO Engineering, Pico Products, Inc., Home Satellite Division
- 3:30 p.m. Receiver Technology Workshop
Moderator, Mike L. Gustafson, Technical

Editor for STV and Retailer Magazine
John Ramsey, president of Ramsey Electronics, Penfield, New York
Doug Dehnert, President of United Satellite Systems, Thief River Falls, MN
Dick Johnson, Vice-President of Engineering for Chaparral Communication, San Jose, CA
Steve Montgomery, Luxor North America, Seattle, WA

4:30 p.m. Dealer Rally

6:00 p.m. Exhibit Hall closes

THURSDAY, FEBRUARY 20

- 7:00 a.m. Registration Desk Opens
Convention Registration Area
- 9:00 a.m. Exhibit Hall opens
- 9:00 a.m. Dealer Certification Class #2
"Receiver Design and Technology"
Robert Pizzi, Amplica, Inc.
- 9:00 a.m. Ku-Band Satellite System Over-view
Mark Long, Technical Editor for Satellite Orbit and Co-Author of "The World of Satellite TV"
- 9:30 a.m. The Future of TVRO Sales, and How Do You Fit In? Roy Mulhall, Vice-President of Uniden Corporation of America and Bill Stark, Marketing Manager of Uniden Corporation of America
- 10:00 a.m. C-Band Vs. Ku-Band Antenna Performance
Frank Casten, Satellite TVRO Engineer for Southern Engineering Co., Atlanta, GA
- 10:30 a.m. Satellite Marketing Challenges in 1986
Bob Bendorf, Vice-President and Technical Director of Signal Sources, Campbell, CA
- 11:00 a.m. C-Band Vs. Ku-Band Systems Compatibility and Performance
Mike L. Gustafson, Technical Editor for STV and Retailer Magazine, Shelby, NC
- 12:00 p.m. Lunch break

Agenda

1:00 p.m. **Money, Getting What's Yours While Enlarging Your Established Base**
 Ronald B. Neretin, Executive Vice
 President of World Wide Adjustment
 Bureau, Inc. New York, NY

1:00 p.m. **Fading considerations for C and Ku TVRO antennas**
 Peter Foldes, president of Foldes, Inc.,
 Wayne, PA

2:00 p.m. **Avoidance and Suppression of Terrestrial Interference**
 Andy Anderson, President, Phantom
 Engineering

2:00 p.m. **Basic TVRO System Troubleshooting**
 Richard Maddox, Author of
 "Troubleshooting and Repairing Satellite
 TV Systems," Camarillo, CA

3:00 p.m. **A Panel Discussion on Warranty Programs**
 Moderator: Pat Laux, President of Laux
 Communications, Cincinnati, OH
 Paul Whapples, OEM Manager for
 California Amplifier, Newbury Park, CA
 Charlie Ergen, President of Echosphere
 Corporation, Englewood, CO
 Terry Jackson, Q.E. Manager for Uniden
 Corporation of America, Indianapolis, IN
 Gary Gibson, Director of Technical
 Research, Houston Tracker, Houston, TX
 Mark Sheldon, Director of Marketing for
 Chaparral Communications, San Jose, CA

3:00 p.m. **Advanced TVRO System Troubleshooting, with an Emphasis on Test Equipment**
 Bill Goldsmith, Vice-president of
 Engineering for Phantom Engineering,
 Morgan Hill, CA

4:00 p.m. **How to Succeed in Selling Satellite Television in 1986 and Beyond**
 Tony Wanless, National Sales Manager for
 Satco, Phoenix, AZ

4:30 p.m. **Pat Porter Gets Seriously Funny about Satellite TV**
 Pat Porter, Nova Video Productions,
 Richland Center, WI

5:00 p.m. Exhibit Hall closes

6:00 p.m. **SPACE Banquet**
 Featuring Dean Martin
 Celebrity Showroom
 MGM Grand Hotel

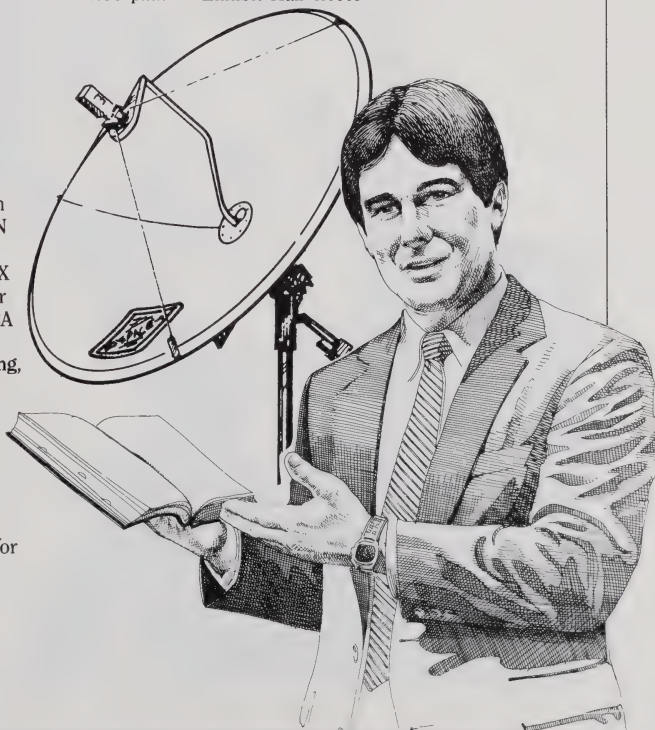
FRIDAY, FEBRUARY 21

8:00 a.m. Registration Desk opens
 Convention Registration Area

9:00 a.m. Exhibit Hall opens

9:00 a.m. **Dealer Certification Class #3**
 "Satellite Antenna Installations"
 Mark Widener, Chaparral
 Communications, San Jose, CA

4:00 p.m. Exhibit Hall closes



Dean Martin Opens His Las Vegas Show At the SPACE/STTI Banquet

The MGM Grand Hotel will be the site of the first SPACE/STTI Show Banquet that will take place Thursday night, February 20th. This event promises to be memorable as well as entertaining because it is the opening night of Dean Martin's Las Vegas act. Dean Martin is well known for his comedy and singing routines, not to forget his movies with Jerry Lewis. All Dean Martin fans will want to be sure to reserve their banquet tickets early because these are guaranteed to go fast.

Dean Martin's impact on the world is that of a human tranquilizer: no small contribution to mankind.

Paradoxically, he is a veritable bombshell in showbusiness. There is no way of counting the number of persons in this country and abroad who turn off their anxieties by tuning in Martin—on recordings, television, motion pictures and in night clubs.

The beauty of Dean Martin is his own naivete about his contribution.

I'm not trying to prove anything," he says. "I'm just singing and working and having a good time."

The star of 51 motion pictures, Martin was born Dino Crocetti on June 7, 1917, in Steubenville, Ohio, the son of a barber. He attended Steubenville High School and at age 20 moved to Long Beach, California, with his parents.

Young Dino tried his hand at numerous jobs before seriously taking up singing. He was an amateur prizefighter, worked in a service station, at a mill, and, for a short time, as a croupier in a gambling house.

Martin also starred in his own television series for NBC-TV, with whom he has been associated since 1948. He made his first solo appearance on the network in 1957 and still occasionally hosts one of his famous "Dean Martin Roasts" taped at the MGM Grand in Las Vegas.

Many of his recordings and albums have sold in the millions, and on the basis of total sales he ranks among the top record sellers of all time.

Tickets to the SPACE banquet are on sale for \$55.00 and this includes a full course prime rib dinner, a special guest speaker, and the Dean Martin show. Tickets may be purchased at the SPACE booth prior to the banquet but please note banquet tickets are not refundable.



Space Dealer Certification Program

Las Vegas '86 SPACE/STTI Show

The SPACE Dealer Certification Program has been in place for over a year now, and has been so well received that SPACE now downlinks the classes nationwide on a quarterly basis in addition to the classes given at the major trade shows. The classes offered at the trade shows are in great demand. They sell out early...so register!

SPACE will be offering three classes at the Las Vegas '86 SPACE/STTI Show: one elective class, The Satellite System, and two required classes. Receiver Design and Technology and Satellite Antenna Installations. They will be offered on February 19, 20, and 21, respectively. A brief description of these classes follows.

The Satellite System

The satellite system is the heart of the home satellite reception system. Topics to be explored include: types of satellites currently in use, expected lifetimes and how satellite old age will change how you do business. International satellite reception techniques will be covered, as will programming to be found on foreign systems. Satellite footprints will be distributed for each domestic satellite, and time will be spent on how to choose the correct antenna size and type for your area. In general, the total satellite communication system will be covered in as much detail as the four-hour class will allow.

Receiver Design and Technology

The primary topic of this course is a point-by-point discussion of how a 4 GHz satellite receiver works. Major points covered are: I.F. bandwidth and how it affects receiver threshold, and the types of demodulators used and their value. An investigation of low noise amplifier integration with the receiver, and how the combination can affect video quality is included.

Satellite Antenna Installations

All aspects of antenna placement and installation are explained in this course. Topics such as terrestrial interference, building permits, local codes, conduit installation, and the installation as it affects the customer's home are covered. Antenna type, mesh or solid, as a function of wind loading and weather is studied, along with an in-depth discussion of antenna actuator installations and required power cables.

Education

The SPACE Dealer Certification Program has had a successful year with over 100 participants graduating from the pro-

gram. The value of this program for earth station dealers has been recognized! To help graduates advertise their expertise to the consumers, SPACE provides them with advertising logos, decals for store windows and trucks, news releases, and a plaque. If you are interested in participating in this program, you can register for these classes at the SPACE desk.

Again, the schedule for the Dealer Certification Classes during the Las Vegas Show is as follows:

Wednesday, February 19

The Satellite System

Mark Long, Technical Editor for Satellite Orbit and Co-author of "The World of Satellite TV"

1:00 p.m.

Thursday, February 20

Receiver Design & Technology

Robert Pizzi

Amplica, Inc.

9:00 a.m.

Friday, February 21

Satellite Antenna Installations

Mark Widener

Chaparral Communications

9:00 a.m.



Highlights of Las Vegas

"The Strip"

Las Vegas is called the "Entertainment Capital of the World" and when landing in this desert city at night the truth of that statement is unquestionable. The name Las Vegas immediately brings to mind glittering casinos, dazzling nightclubs and famous hotels. There are over 200 hotels and motels located within a four mile radius, and no other city can boast accommodations of up to 53,000 guest rooms within such a small area. "The Strip" is world renown for its gambling casinos, nightclubs and a variety of entertainment which makes this city sparkle 24-hours a day. There is no other city in the world like it, and tourists flock here from around the world to enjoy not only the night life but the ideal dry desert climate as well.

Las Vegas is the perfect site for combining business and pleasure, providing you have the stamina to partake of all the activities that the city has to offer. Top stars of screen, stage and television entertain nightly in Las Vegas, along with some of the most lavish music and theatre productions ever presented on American or European stages. Here you can be treated to a dazzling variety of entertainment in the elegant theatre restaurants of the famed "strip" hotels, on the stages of the colorful casino clubs and in lively hotel theatre bars where the words "closing time" are never heard.

The southern Nevada climate graces the city of Las Vegas with sunshine and dry weather almost 350 days of the year. Every hotel offers outdoor swimming pools, sunning areas and tennis for those who would rather spend the day relaxing rather than touring the exhibit hall.

You will want to take advantage of a Las Vegas show or two while you are in Las Vegas. Almost all of the hotel showrooms offer two performances nightly and all shows require reservations which can be made from your hotel. The management recommends that you arrive at the show one hour before show time as seating is always a premium.

Hoover Dam and Lake Mead

Of course, gambling and night clubs are not the only tourist attractions in Las Vegas. Just a few miles from the strip are other world-famous visitor attractions. One of the engineering wonders of the world, Hoover Dam, rises high above beautiful Lake Meade and is located less than an hour away from Las Vegas. Hoover Dam is, without a doubt, the greatest dam constructed in its day. Rising 726 feet above bedrock, Hoover is still the Western Hemisphere's highest concrete dam. It is 660 feet thick at its base, 45 feet thick at its crest and stretches 1,244 feet across Black Canyon. Hoover Dam was constructed to control and regulate the lower Colorado River, which annually flowed through parts of the states of Arizona and New Mexico, destroying homes, crops and heavily damaging highways in the Spring when the runoff from the Rocky Mountains caused unharnessed flooding. Construct the Dam and the All American Canal System have carried water to parched farmlands in California, New

Mexico and Arizona.

The construction of Hoover Dam created Lake Meade which is America's largest man-made reservoir. The Lake backs up 110 miles behind the Dam and irrigates 750,000 acres of land in this country as well as 500,000 acres of land in Mexico. The Lake provides water to municipalities such as Los Angeles, San Diego, Phoenix and Tucson. Lake Meade is one of America's most popular recreation areas. With a 12-month dry season, this area attracts more than 5,000,000 visitors each year for swimming, boating, skiing and fishing. Lake Meade also provides sanctuary for many species of water fowl and other types of birds. Guided tours take place between 8:30 a.m. and 4:15 p.m. daily.

Valley of Fire and Old Nevada

A few miles from Lake Meade and within an hour's drive of Las Vegas are the Valley of Fire and Old Nevada. The Valley of Fire is a natural canvas of growing desert color on a landscape thousands of years old. Old Nevada is an historical fort which recreates the colorful past with special tours and restorations of the history of the Old West.

Nevada State Museum

Nevada State Museum and Historical Society facility in Las Vegas offer visitors a number of distinctive views and dimensions of southern Nevada's past. When the museum was constructed in 1982, the building was the largest structure of its kind in Nevada built expressly as a museum. The museum features four major galleries: the Historical Gallery focuses on the history and development of Clark County and Las Vegas; the Anthropological/ Archeological Gallery emphasizes prehistoric life and culture in this area; the flora, fauna and geographical characteristics of the region are featured in the Hall of Biological Science. Finally, there is a Changing Gallery which will have a variety of exhibits on topics of both general and Nevada interest. The Historical Society Research Area has a variety of resources for the general patron and the scholar alike. Located on Twin Lakes Drive in Las Vegas, the hours are 8:30 a.m. until 4:30 p.m. Wednesday through Sunday.

Southern Nevada Museum

The Southern Nevada Museum is located in Henderson, Nevada, just a short drive from Las Vegas. Started in 1968, this museum provides a collection of Indian and western artifacts, as well as a chronological history of southern Nevada ranging from fossils, dinosaurs, mining and old time gambling up through World War II and the atomic bomb. Outdoor displays include old-time mining equipment, a Paiute Village, a cactus garden, nature trail and an 1880 ghost town. Admission is \$1.00 for adults, \$.50 for children and tours are available upon appointment to schools, clubs and organizations. (702) 565-0907.

General Information

Registration

Convention Registration will be located in the Convention Center Lobby and will take place during the following hours:

Tuesday, February 18, 8:00 a.m.-7:30 pm.

Wednesday, February 19, 7:00 a.m.-6:00 pm.

Thursday, February 20, 7:00 a.m.-6:00 pm.

Friday, February 21, 8:00 a.m.-4:00 pm.

Banquet Tickets

The Banquet featuring the Dean Martin Show and guest speakers will take place Thursday evening, February 20 at 6:00 p.m. Tickets are \$55.00 each and can be purchased at the SPACE Booth. Seating is limited so be sure to purchase your tickets early.

Badges

Conference badges must be worn at all times during the Convention. Security will check badges at entrances to all meetings, seminars and special events.

Speakers Check-In

All speakers and moderators are requested to report to the convention Registration Desk located at the Convention Center Lobby on their arrival at the Convention.

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As a courtesy to non-smoking Conference attendees we request that individuals refrain from smoking while in Seminar Rooms.

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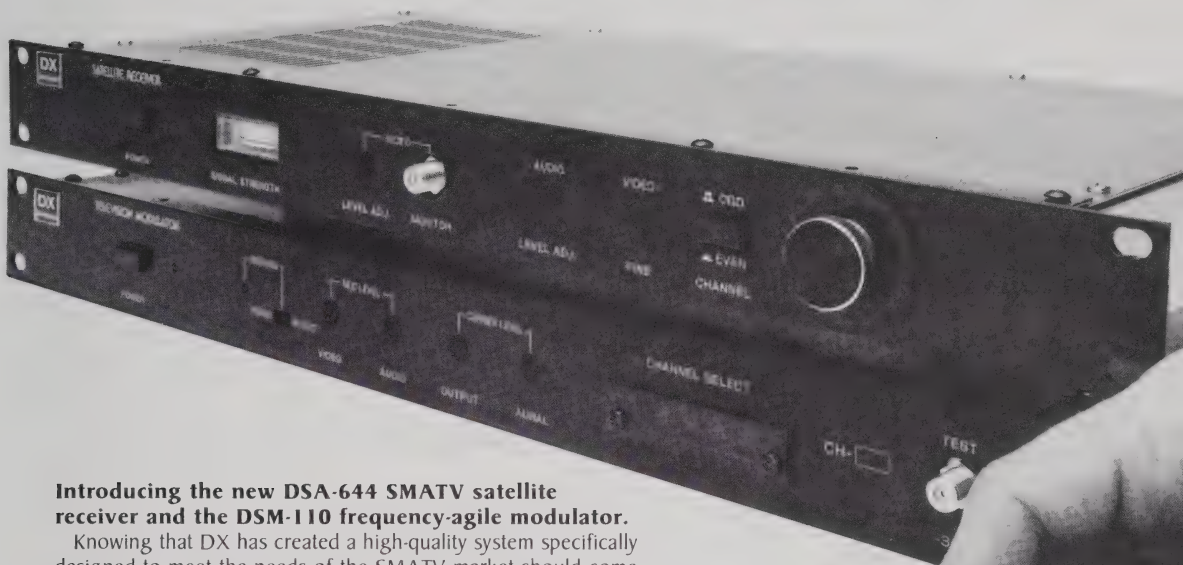
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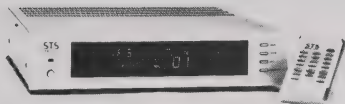
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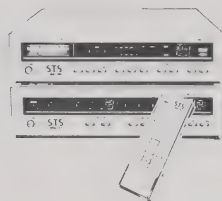
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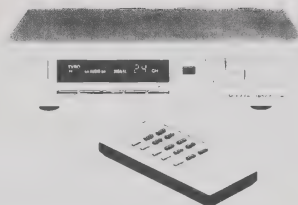
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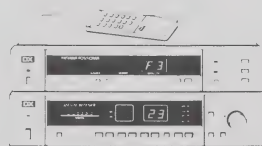
- A DEALER is the most important person in our business.
- A DEALER is not dependent upon us — we are dependent on him.
- A DEALER is not an interruption of our work — he is the purpose of it.
- A DEALER does us a favor when he calls — we are not doing him a favor by serving him.
- A DEALER is part of our business — not an out-sider.
- A DEALER is not a cold statistic — he is a flesh and blood human being with feelings and emotions like our own.
- A DEALER is not someone with whom to argue or match wits.
- A DEALER is a person who brings us his wants — it is our job to fill those wants.
- A DEALER is deserving of the most courteous and attentive treatment we can give him.
- A DEALER is the fellow who makes it possible to pay our salary whether we are a truck driver, plant employee, office employee, salesman, manager or president.
- A DEALER is the life-blood of this and every other business.



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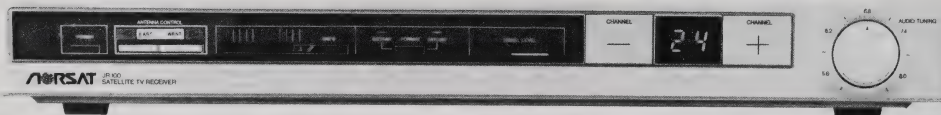
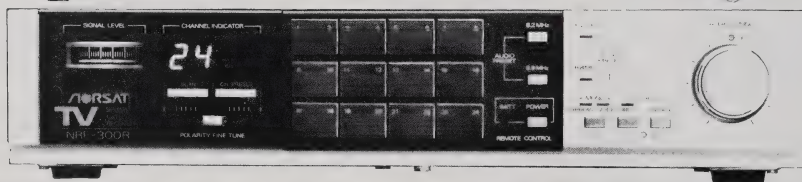
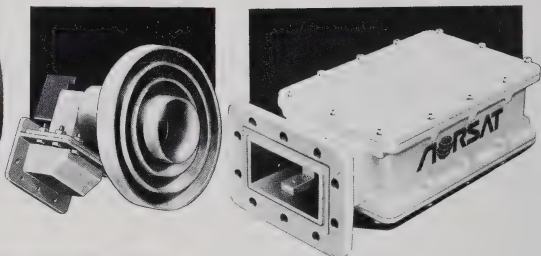
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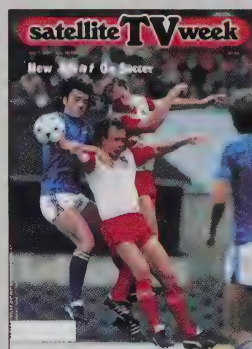
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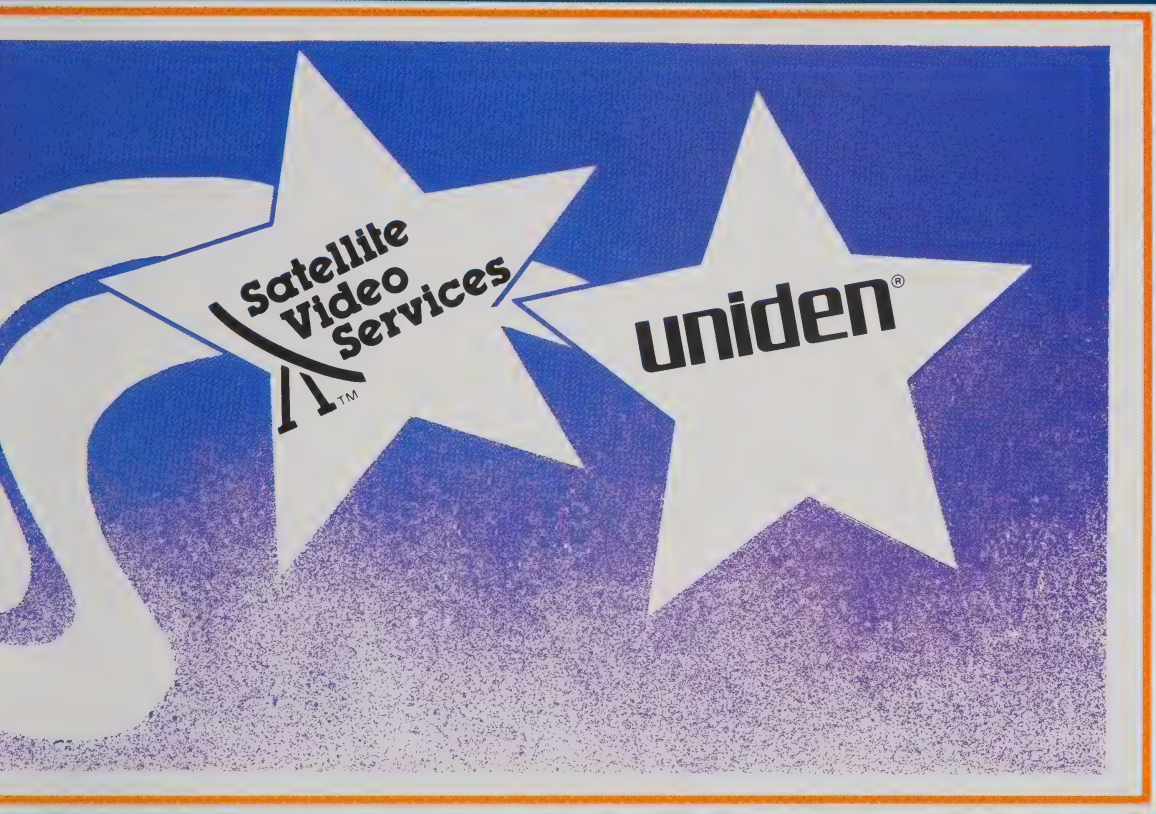


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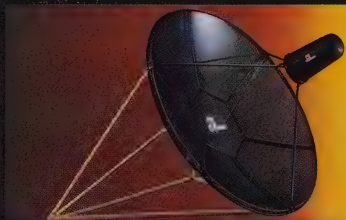


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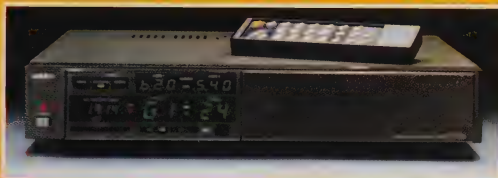


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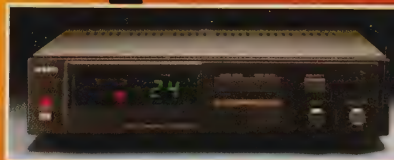
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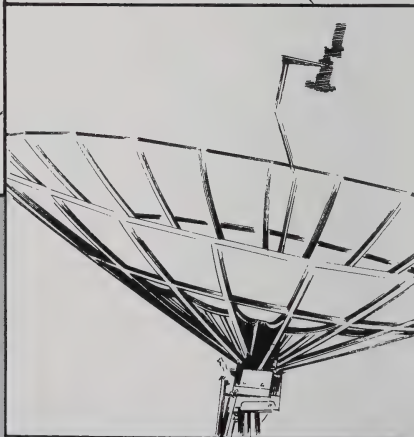
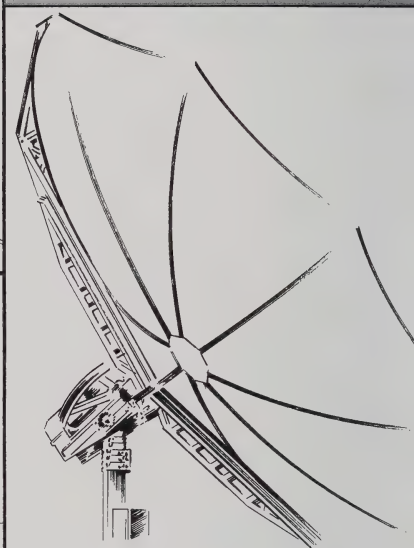
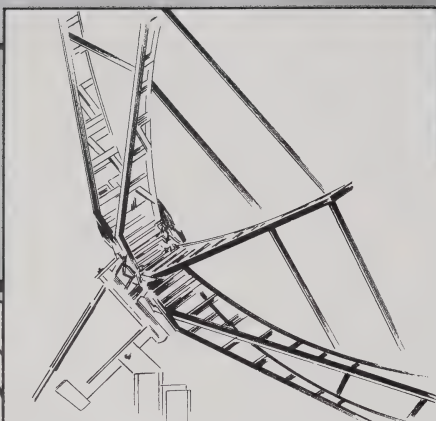
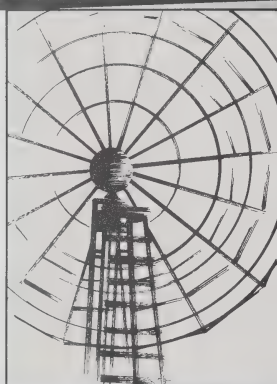
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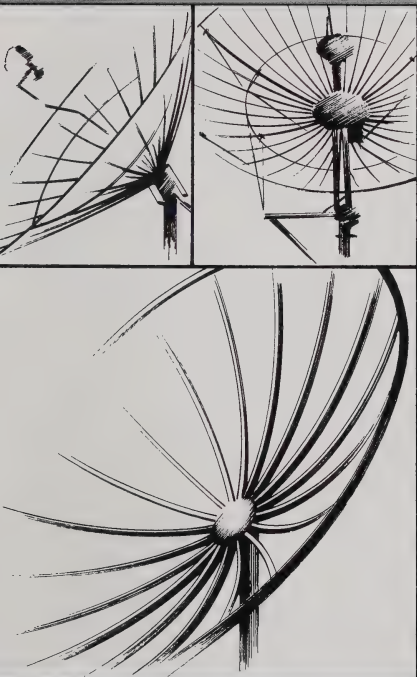
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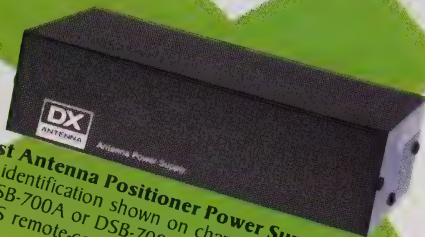
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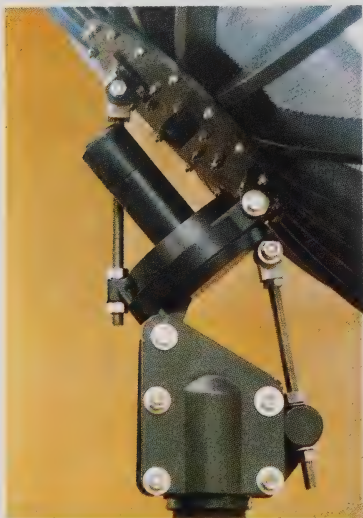
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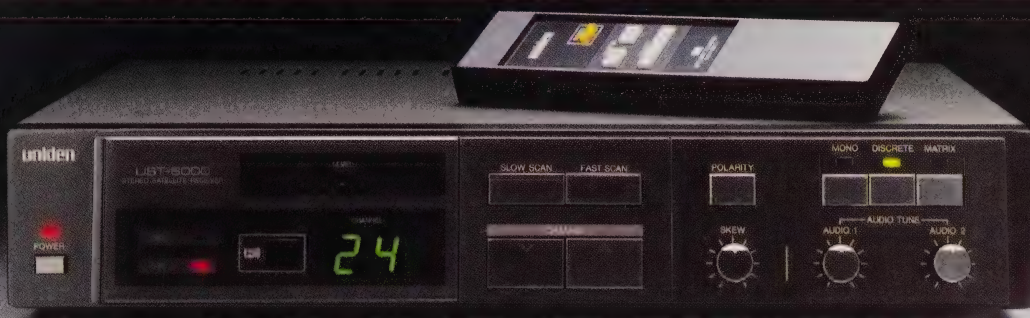
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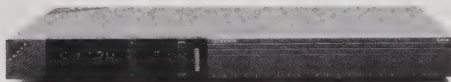
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Dedicated To Serving Its Membership

SPACE is coming of age! Now more than ever your association is ready to meet the needs of its members. We have taken a hard look at our membership programs listened very carefully to our members. As a result, SPACE expanded its programs to include:

- **Educational Program and Dealer Certification Courses**

Through this program, a dealer can gain expertise in all areas of earth station installation and operation. The program is designed to increase the number of qualified dealers, enabling those dealers to advertise their expertise, thereby aiding consumers.

- **Standards Program**

A committee comprised of industry experts will develop performance testing and measurement standards for earth station components which will help dealers in identifying performance levels of equipment of various manufacturers.

- **Statistics Program**

This program has been developed to collect, aggregate and publish data on the earth station industry. This information will help members and industry representatives in their marketing and financial efforts.

- **Legislative and Legal Council**

As always, SPACE attorneys stand ready to assist our members with legal problems. The Cable Telecommunications Act, which contains satellite viewing rights language,

was recently signed into law by President Reagan. The Act reaffirms the legal right to manufacture, distribute and sell satellite earth stations, and the legal right of home owners to view unscrambled satellite delivered programming on their earth stations. The passage of this legislation is a milestone for the industry and wipes away the "pirate" image that has always confronted it. However, not all of the problems have been solved, and issues such as local zoning problems or how satellite delivered programming will be distributed are issues that continue to inhibit the growth of this industry, and are industry battles still to be fought.

- **Zoning Regulations**

Zoning issues in all states will be monitored by a newly created task force. A data base describing zoning activities in each state is being established in order to provide immediate and up-to-date information and advice to dealers facing zoning problems. Additionally, a new publication on zoning issues which will supplement "The Satellite Earth Station Zoning Book" is being prepared to offer information and assistance to zoning boards in preparing ordinances on earth stations.

***Your membership funds help to support these programs. Help your industry grow in these and many more important areas.**

Please check which membership category you are joining under:

CATEGORY

DUES

PIONEER

\$500.00 a month

SPACE Pioneers are those members who are primarily involved as a manufacturer, distributor or as a dealer in the satellite earth station industry. These members are recognized as the most powerful elements in the association, and they receive benefits such as early exhibitor mailings prior to trade show sign up and industry recognition.

AFFILIATE PIONEER

\$300.00 a month

Affiliate Pioneers are suppliers, publishers, vendors, etc. who wish to participate fully in SPACE but do not fulfill the criteria for SPACE's primary membership category, Pioneers. This membership allows for full recognition and participation, with the exception of voting privileges and Board participation.

PRIVATE CABLE

\$750.00 a year

This membership category includes private cable operators or owners of private cable systems.

DISTRIBUTOR

\$500.00 a year

This membership category includes distributors of satellite earth station equipment.

AFFILIATE COMPANY

\$500.00 a year

This membership category allows participation in the association by manufacturers, publishers, suppliers and general supporters who are not inclined to belong at the Pioneer level. This category provides a medium through which they can support their industry, with the exception of voting privileges and Board participation.

DEALER

\$95.00 a year

This membership category includes dealers of satellite earth station equipment.

CONSUMER

\$35.00 a year

Consumers are owners of backyard earth stations who wish to support the aims of SPACE, or any individual who wants to support SPACE through a yearly contribution.

To join SPACE, please complete the following application and mail with payment to SPACE, 300 N. Washington St. Suite 310, Alexandria, VA 22314.

Company _____

Street _____

City _____ State _____ Zip _____

Contact _____

Phone _____

Choice of Payment (Circle One)

Visa / MasterCard / Amex Card No. _____ Exp. Date _____

☐ Check

☐ Cash

Signature _____

Annual Dues for any section of SPACE includes a subscription to **SATVISION** (\$30 per year or \$2.50 monthly, to members only), a certificate of membership and enrollment. Annual dues for any section of SPACE also includes a subscription to **Inside SPACE** (\$20 per year or \$2 monthly to Pioneer, Affiliate Pioneer, Private Cable, Distributor, Affiliate Company and Dealer Members only).

Exhibitor's Guide

TRACKER MOUNTS INC.

Tracking systems
12301 Stagecoach Road
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(501) 455-4074
Larry Keaton
Booth #1517 & 1518

TRANSAT MICROWAVE SYSTEMS

Receivers
745 E. 14th Place
Los Angeles, CA 90021
(213) 747-3783
John Kim
Booth #1404 & 1405

TRANSPAC ENTERPRIZE INC.

10631 Harwin, Suite 612
Houston, TX 77036
(713) 995-8899
Chester Lo
Booth #1125

TRAVEL-SAT INC.

Complete systems
349 Grand, Suite A
Vancouver, WA 98661
(206) 695-4151
Al Gaub
Booth #671 & 669

TOTAL TELEVISION INC

Complete systems
491 NE Rifle Range Road
P.O. Box 2159
Roseburg, OR 97470
(800) 641-0800
Dick Sumner
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Antennas
205 Redmond
Jacksonville, AR 72076
(501) 982-7558
Terry White
Booth #A-1 (2)

TRI-FAB

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N. Kansas City, MO 64116
(816) 472-8000
Jim Machacek
Booth #1265 & 1263

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(404) 461-9941
John Williams
Booth #1285

U P SUPERIOR SATELLITE DISH MFG.

Complete systems
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Escanaba, MI 49829
(906) 789-1027
Wayne Robitaille
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Indianapolis, IN 46250
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Bill Stark
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416, 414, 412, 423, 421, 419, 417, 415, & 413

Exhibitor's Guide

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Complete systems
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Doug Dehnert
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Booth #996

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Manufacturer
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Saskatoon, Saskatchewan, Canada S7K1Z9
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Bob Hodgins
Booth #1065

COMMANDER SAT

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(416) 876-4707
David Brough
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J. Andre
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Lydia Gillespe
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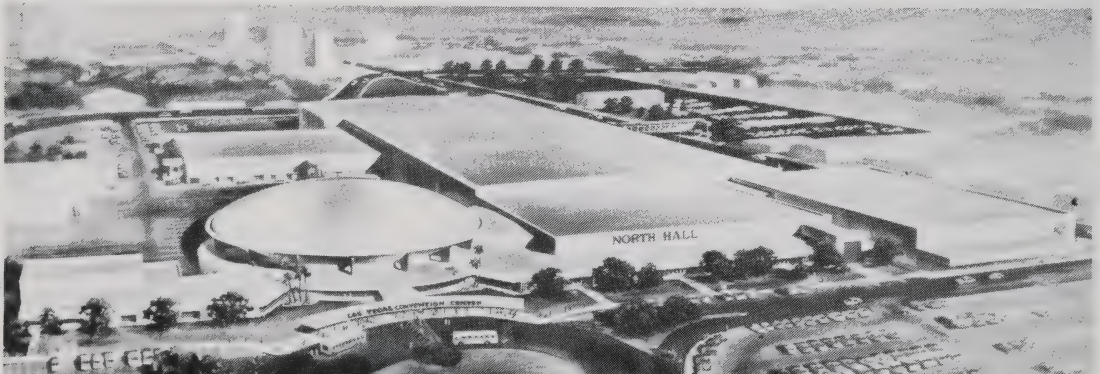
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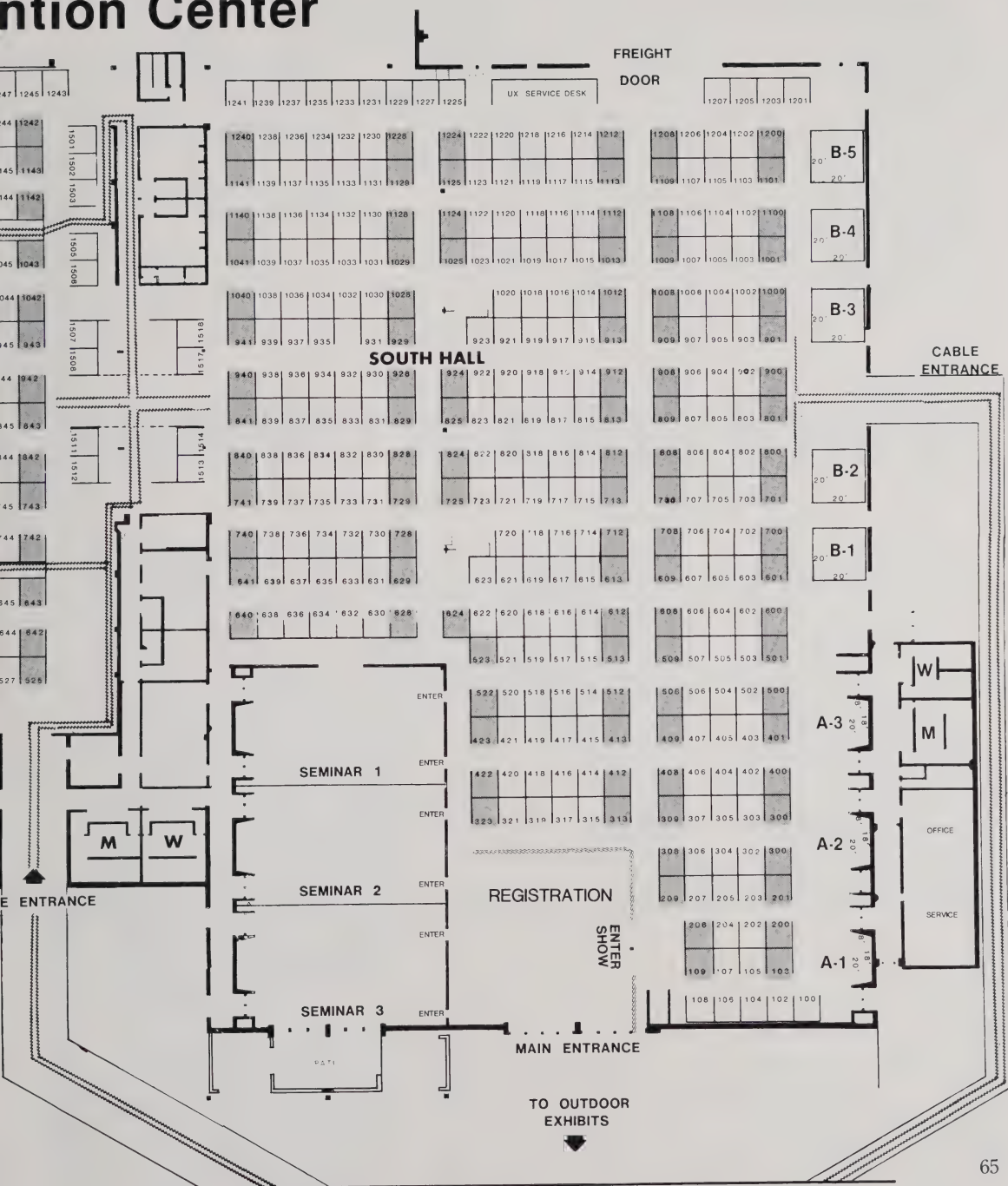
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EARTH STATION OWNERS

Protect Your Viewing Rights

Join SPACE, the satellite television industry association, to demonstrate to Congress your support of legislation which will guarantee access to scrambled satellite programming at reasonable fees.

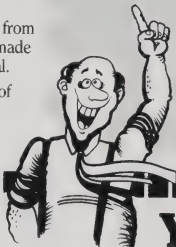
We Need Each Other

We need each other now to help ensure that programmers are not coerced by the cable industry to scramble.

From 1980-1983, manufacturers, distributors, dealers and consumers—through SPACE—prevented four bills from passing in Congress that would have made the use of satellite earth stations illegal.

In 1984, SPACE ensured the legality of the use of satellite earth stations through passage of the 1984 Cable Communications Policy Act.

**FREE
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IN
SPACE!**



Free Membership Offer!

Your membership supports the legislative battles to guarantee your right to view satellite television.

We will communicate to you on these and other important matters on SPACE/Showtime Tuesdays, Spacenet 1, 9:00 p.m. Eastern time.

To join in our fight, send this coupon today to:



The Satellite Television Industry Association
300 North Washington Street Suite 310
Alexandria, Virginia 22314
(703) 549-6990

Yes, I want to be a member of SPACE—at no charge.

Name: _____

Phone #: _____ Date: _____

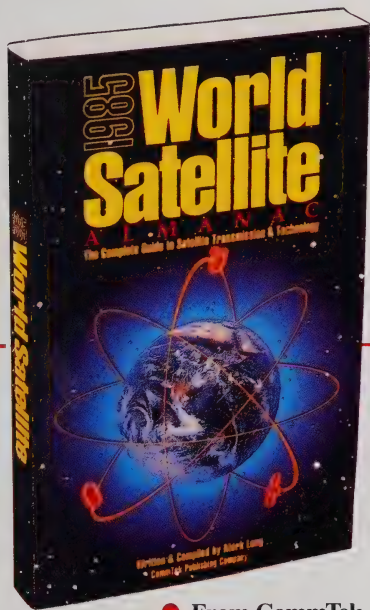
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You are invited to examine the first edition of the only comprehensive technical resource for the international satellite industry.

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Information on each satellite includes background on the owner/operators, subcontracts and services. Satellite at a Glance Charts supply orbital assignments, projected life and vital statistics on the communications payload and the spacecraft itself.

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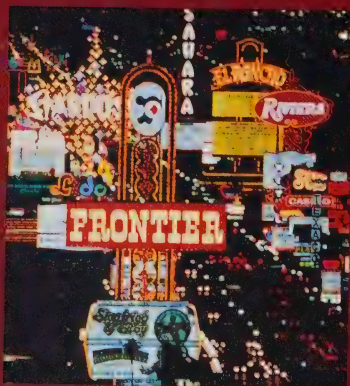
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		6ST286

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**in Their Exciting 1986 Schedule
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in the World Today!**



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Crowds from all around the globe choose to attend the SPACE/STTI Shows too because they know they are going to participate in hi-tech Seminars conducted by highly renowned professionals and experts in the Satellite TVRO field and receive certificates for their hours of study!



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September in Nashville The Opryland Hotel Nashville, Tennessee

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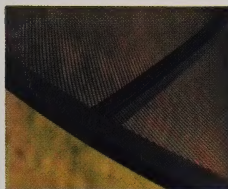
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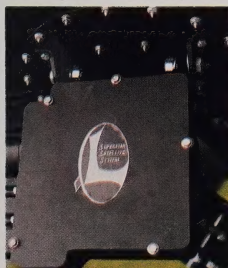
RUGGED, ATTRACTIVE PRECISION-BUILT DISH



Precision manufactured components assure exact fit for easy assembly

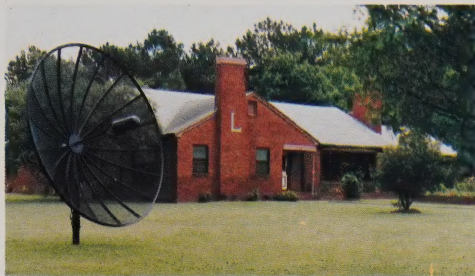
The SUPERSTAR antenna is constructed of heat-treated, high strength aluminum using precision tooling and offers exceptional strength and dimensional stability. The highly accurate parabolic design of the SUPERSTAR antenna concentrates the signal at the feedhorn providing consistently high gain and improved reception.

The 10½' diameter aluminum mesh design effectively lowers wind resistance



Pointed bolts align close tolerance parts for fast assembly

while offering the same reflective capabilities of a solid surface. Mesh is held in position without clips or exposed sharp edges. There are no holes to drill and bolts are pointed to reduce assembly time.



Esthetically designed to blend well with its outdoor surroundings, the SUPERSTAR antenna features an epoxy primer coat with a baked on enamel finish. This tough finish seals and protects the system from the elements.

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Heavy duty, horizon to horizon mount is designed to withstand brutal weather conditions. Our "designed from scratch" system does **not** utilize a linear actuator, so common problems like frozen and bent actuators are eliminated. With no linear actuator to mount and adjust, installation time is reduced.

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